

December 4, 2009

The Honorable Secretary Steven Chu
U.S. Department of Energy
1000 Independence Ave., SW
Washington, DC 20585

Re: Letter of Commitment for Application to the DOE for EECBG Funds (DE-FOA-0000148)

Dear Secretary Chu:

It is my pleasure to submit this letter of support to the U.S. Department of Energy in support of the City of Atlanta's participation in the Southeast Energy Efficiency Alliance (SEEA) application to the EECBG grant program. I serve as the President/CEO of Sustainable Neighborhood Development Strategies, Inc. (SNDSI), an organization sponsored by the Annie E. Casey Foundation Atlanta Civic Site. Under my leadership, SNDSI and the Casey Foundation Atlanta Civic Site deploy community building and economic development strategies in conjunction with the residents of five neighborhoods in Atlanta's Neighborhood Planning Unit ("NPU") V. EECBG funding would leverage the existing and planned long term investments we are making in this community.

NPU-V comprises a once-thriving African-American community that has experienced a great deal of property disinvestment, population decrease, and general economic decline over the past 30 years. To be a catalyst to strengthen families in these neighborhoods, the Foundation has been working to promote neighborhood-scale programs, policies, and activities that contribute to strong, family supporting neighborhoods. Our goal is to make it the "greenest neighborhood revitalization in the nation."

We have developed a comprehensive approach to NPU-V's revitalization. First, we purchase foreclosed and abandoned homes. To do this, we have secured \$2 million in federal Neighborhood Stabilization Program funding and \$2 million of program related investment funding from the Casey Foundation. This funding will be invested over the next two years in 90-100 homes. Second, we are working to create the workforce from within the neighborhood to perform the renovations on these homes through a program called the "Green & Healthy Homes Initiative." This initiative is funded through the state weatherization program and the Georgia Department of Human Resources. It provides subsidies and stipends for workforce development training and for housing renovation. The people trained are from within NPU-V. We are working with local non-profits, including Southface and The Center for Working Families, and the Atlanta Technical College to conduct the training program.

We will be able to highly leverage our existing private and public funds with the EECBG program. EECBG funding will (1) fund energy efficiency upgrades in the homes we are purchasing and (2) support our work force development training program. Furthermore, we will be able to use the existing marketing, administration, and training systems in place to quickly and efficiently harness the funding.

Please feel free to contact me with any questions. We see this as a unique opportunity to promote energy efficiency in an area of the country where it is needed.

Sincerely,

A handwritten signature in blue ink, appearing to read "Mtamanika Youngblood", written in a cursive style.

Mtamanika Youngblood
President/CEO



December 7, 2009

The Honorable Secretary Steven Chu
U.S. Department of Energy
1000 Independence Avenue, S.W.
Washington, D.C. 20585

RE: City of Atlanta and the Southeast Energy Efficiency Alliance Energy Efficiency and Conservation Block Grant Project Finance Program – DE-FOA-0000148

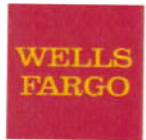
Dear Secretary Chu:

It is Wells Fargo Securities'¹ understanding that the City of Atlanta and the Atlanta Development Authority (ADA), through the Southeast Energy Efficiency Alliance (SEEA), is submitting an application to the Department of Energy regarding the Energy Efficiency and Conservation Block Grant (EECBG) program. In connection with such application Wells Fargo Securities confirms the following:

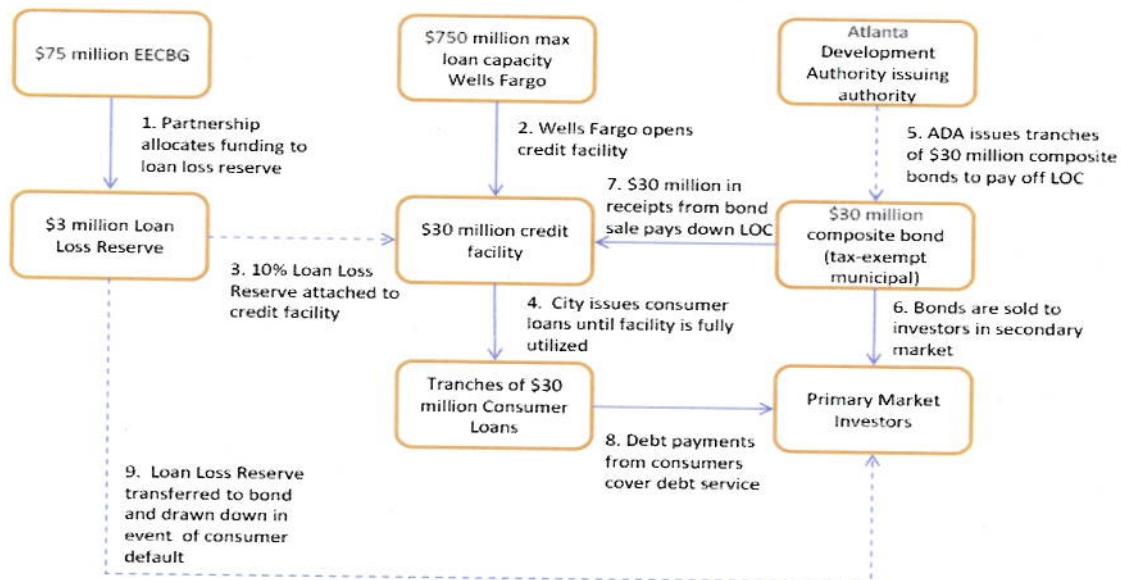
- Wells Fargo Securities has established a Sustainable Public Infrastructure group and is committed to developing and financing new transactions in this field, of the type proposed by the City of Atlanta, the ADA, and SEEA.
- Wells Fargo works with thousands of communities across North America to promote economic self-sufficiency, education, social services, the arts and the environment. Since 2006, the Company has provided \$5 billion in loans and investments for environmentally beneficial business opportunities, including \$1.6 billion for solar and wind projects and \$3 billion to support LEED-certified buildings. Wells Fargo ranks #1 among banks and insurance companies – and #13 overall – in *Newsweek* magazine's inaugural Green Rankings of the country's 500-largest companies. For more about Wells Fargo's environmental initiatives: www.wellsfargo.com/environment
- Wells Fargo Securities has commenced, and is interested in pursuing, discussions with the City of Atlanta, the ADA and SEEA to finance up to \$750 million energy efficiency project finance facility which targets eligible residential and commercial borrowers.
- The details of the program -- including final pricing formulae, terms, credit underwriting guidelines, bond issuance procedures, etc. -- are subject to our further discussions and formal agreements with the parties and our normal due diligence, internal review, and credit approval procedures.
- An award of DOE EECBG funds for the proposed revolving loan facility and debt service reserve fund for the City of Atlanta and the Southeast Energy Efficiency Alliance program should strengthen the financing credit structure of the bonds and lower interest rates to borrowers.



¹ Wells Fargo Securities is the trade name for certain capital markets and investment banking services of Wells Fargo & Company and its subsidiaries, including Wachovia Bank, National Association



The credit facility and debt service reserve may operate in a manner similar to that shown below:



*Anticipated EECBG leverage of 10:1 through this structure

If you have any questions concerning this letter, please call me directly at (312) 574-5842.

Sincerely,

Wachovia Bank, National Association

Lawrence J. Richardson

Lawrence J. Richardson
Director

cc: Mandy Mahoney, Director, Office of Sustainability, City of Atlanta
Peggy McCormick, President, Atlanta Development Authority

Together we'll go far





VirginiaTech

College of Architecture and Urban Studies
and the College of Engineering

Myers-Lawson School of Construction

Bishop-Favro Hall (0188)
Blacksburg, Virginia 24061
540/818-4603 Fax: 540/231-7339
E-mail: reichard@vt.edu
www.mlsoc.vt.edu

Southeast Energy Efficiency Alliance
c/o Mr. Ben Taube, Executive Director
P.O. Box 13909
Atlanta, GA 30324

Re: Letter of Support for SEEA Application to the DOE for EECBG Funds (DE-FOA-0000148)

Dear Mr. Ben Taube,

It is with pleasure that we submit this Letter of Support for LEAP (Local Energy Alliance Program) and the Southeast Energy Efficiency Alliance DOE Retrofit Ramp-up proposal.

As a community-based program whose mission is to facilitate unprecedented energy and water savings by retrofitting buildings and installing renewable technologies in residential and commercial sectors, LEAP is well-placed to meet DOE's goals. LEAP will work with government, business, researchers, and other nonprofit stakeholders towards a sustainable energy future for our community. Its programs are being designed to reach scale (participation rate of 30% - 50%) with a comprehensive efficiency gain of 20% - 40% in 5-7 years. Ultimately, LEAP seeks to be market-centric and self-sustaining.

Virginia Tech faculty will work with LEAP to provide technical assistance and consulting in evaluating and benchmarking their respective energy efficiency efforts. As a land grant university, Virginia Tech and its faculty will also engage in outreach activities and help integrate local community colleges such as the LEAP partner college PVCC in the broad goal of energy efficiency education, which will ultimately create a strong green collar workforce.

LEAP's success will save energy, save money, and create jobs. It will also accelerate local efforts in climate protection, affordable housing, workforce development, and long-term energy security.

Best regards,

Dr. Georg Reichard
Myers-Lawson School of Construction at Virginia Tech

Invent the Future



P. George Benson, President

November 30, 2009

Joseph P. Riley, Jr., Mayor
City of Charleston
P.O. Box 652
Charleston, S.C. 29402

Dear Mayor Riley,

I am writing this letter to express support for the City of Charleston and the Southeastern Energy Alliance in their collective pursuit of federal funds for the creation and development of the Charleston Energy Efficiency Partnership and similar programs in the Southeast region.

The College, in its new Strategic Plan, is committed to becoming a more environmentally conscious and sustainable university. I am glad to learn that your initial efforts to improve the City of Charleston in the same way have been successful.

In today's tough economic times, the acquisition of additional federal funds is imperative to the implementation of a program aimed at sustainable growth in our city.

I wish you the best of luck, and the College fully supports the City's efforts to gain the funds necessary to achieve its desired goals.

Warmest regards,



HISTORIC CHARLESTON
FOUNDATION

November 30, 2009

Mayor Joseph P. Riley, Jr.
City of Charleston
80 Broad Street
Charleston, SC 29401

Dear Mayor Riley:

Historic Charleston Foundation wholeheartedly supports the City's efforts to improve our energy efficiency and reduce our carbon footprint at the municipal level, and lauds the City for taking a leadership role in devising sustainability policies for our region. We also support the City's partnership with the Southeastern Energy Alliance (SEEA) to obtain Energy Efficiency Conservation Block Grant (EECBG) funding for our region. Additional funding will allow Charleston and the region to implement energy efficiency programs on a larger and more intensive scale.

The Foundation is particularly excited about working with the City on developing the Charleston Energy Efficiency Program. We believe that this program, when combined with our internationally-recognized leadership in historic preservation, can forge a new direction for the City's overall vision for sustainability. We look forward to continuing our work with the City to determine the best course for retrofitting existing buildings for increased energy efficiency. It is our contention that the goals of historic preservation complement the City's sustainability plan currently being developed by the Green Committee. We also believe that this synergy will help to reinforce the unique "brand" of Charleston, which, due to your leadership over the last 35 years, is synonymous with livability and preservation.

Charleston has always been a leader in the world of historic preservation and we now have an exciting opportunity to lead once again in our efforts to promote the conjoined objectives of sustainability and preservation—we embrace this challenge and look forward to partnering with the City on these significant initiatives.

Sincerely,

Winslow Hastie
Director of Preservation & Museums



GE Energy

James N. Suci
President, Global Sales & Marketing

4200 Wildwood Parkway
Atlanta, GA 30339
USA

T 678 844 6600
F 678 844 6724
james.suci@ge.com

December 11, 2009

The Honorable Secretary Steven Chu
U.S. Department of Energy
1000 Independence Ave, SW
Washington, DC 20585

Dear Secretary Chu,

It is with great pleasure that I submit this letter of support for the Southeast Energy Efficiency Alliance application for the EECBG Competitive Program.

GE is pleased to support the proposal developed under the leadership of the Southeast Energy Efficiency Alliance. This initiative will involve residences, commercial buildings, universities, municipal centers, and non-profits and will make a positive impact on the energy usage in over 20 cities in the southeastern United States.

GE or one or more of its affiliates is prepared to provide the following products and/or services for SEEA contingent upon SEEA's receipt of the program funds.

- Energy efficient lighting upgrades
- Appliances
- Motor replacements
- Smart grid system for electricity and water monitoring.

SEEA will use GE's suite of energy efficiency technologies including GE's ecomagination™ products in its program. In partnership with EGIA, GE Money will work with local contractors to provide financing for residential energy efficiency retrofits.

GE is committed to innovation and technology, turning imaginative ideas into sustainable solutions for cities and citizens. We are excited about the opportunity to work with a progressive group such as SEEA, and are looking forward to seeing this program become reality. We see this as an opportunity to create an energy efficiency program that can be replicated across the country.

Please do not hesitate to contact me with any questions you may have.

Sincerely,

A handwritten signature in black ink, appearing to read 'James N. Suci'.

James N. Suci



Main: 757-622-2312
Reservation Hotline: 757-664-2518
FAX: 757-622-5563
www.HamptonRoadsChamber.com

500 East Main Street
Suite 700
Norfolk, VA 23510

ChamberSolutions
Hampton Roads Chamber Foundation
Hampton Roads Sports Commission
LEAD Hampton Roads
Small Business Development Center of
Hampton Roads, Inc.
SYNC757

December 7, 2009

Green Jobs Alliance
c/o Mr. Randall Gilliland, Chairman
2 Eaton Street, Suite 711

Re: DOE EECBG Funds (DE-FOA-0000148)

Dear Mr. Gilliland:

We are pleased that the Green Jobs Alliance (GJA) is Hampton Roads' efforts to partner with the Southeast Energy Efficiency Alliance (SEEA) to submit an application to the US Department of Energy for EECBG funding. We support the regional approach and see value in the leveraging of our cities and counties in the deployment of energy efficiency.

It is encouraging to our organization that the 16 local governments in Hampton Roads pledged their support to the Hampton Roads Planning District Commission resolution on November 18. Additionally, we are encouraged that the Commonwealth of Virginia's Department of Mines, Minerals and Energy will bring the strength of the state's resources to the effort.

Please accept this letter as evidence of the Hampton Roads Chamber of Commerce's support for this regional application. We pledge to partner with GJA and SEEA and provide our best efforts to ensure broad awareness of the program in the business sector. These efforts could include cooperative marketing activities targeted at our membership through the web, email, newsletters, mailings, conference and trade shows.

Please feel free to contact me with any questions. We see this effort as a unique opportunity to promote energy efficiency in a region of the country where it is needed.

Sincerely,

John A. Hornbeck, Jr., CCE
President and CEO

Strategic Partners

BB&T • Bank of America • Dominion • Norfolk Southern Corp. • SunTrust Bank
TowneBank • The Virginian Pilot • Wachovia Bank • Wal-Mart, Inc.



December 4, 2009

Green Jobs Alliance
c/o Mr. Randall Gilliland, Chairman
2 Eaton Street, Suite 711
Hampton, VA 23669

Re: DOE EECBG Funds (DE-FOA-0000148)

Dear Mr. Gilliland:

We are pleased that the Green Jobs Alliance (GJA) is coordinating the local government, private, and NGO communities in Hampton Roads to partner with the Southeast Energy Efficiency Alliance (SEEA) to submit a Southeast Regional application to DOE for the competitive EECBG funds. We support the regional approach and see value in the leveraging of peer cities through strategic planning and deployment of energy efficiency.

It is encouraging to our organization that the 16 local governments in Hampton Roads pledged their support through the Hampton Roads Planning District Commission resolution on November 18. Additionally, we are encouraged that the Commonwealth of Virginia Department of Mines, Minerals and Energy will be bringing the strength of the state's resources to the effort.

Please accept this letter as evidence of the Peninsula Fine Arts Center's support of this regional application and that should the grant application be successful to include our property and one building comprising 11,555 square feet into the program.

Please feel free to contact me with any questions. We see this as a unique opportunity to progress energy efficiency in an area of the country where it is needed.

Sincerely,

Luci Talbot Cochran
Executive Director

November 23, 2009



Green Jobs Alliance
c/o Mr. Randall Gilliland, Chairman
2 Eaton Street, Suite 711
Hampton, VA 23669

Re: DOE EECBG Funds (DE-FOA-0000148)

Dear Mr. Gilliland:

We are pleased that the Green Jobs Alliance (GJA) is coordinating the local government, private, and NGO communities in Hampton Roads to partner with the Southeast Energy Efficiency Alliance (SEEA) to submit a Southeast Regional application to DOE for the competitive EECBG funds. We support the regional approach and see value in the leveraging of peer cities through strategic planning and deployment of energy efficiency.

It is encouraging to our organization that the 16 local governments in Hampton Roads pledged their support through the Hampton Roads Planning District Commission resolution on November 18. Additionally, we are encouraged that the Commonwealth of Virginia Department of Mines, Minerals and Energy will be bringing the strength of the state's resources to the effort.

Please accept this letter as evidence of The Bush Companies support of this regional application and that should the grant application be successful, we wish to have our 9 properties comprising over 500,000 square feet considered for the program. Moreover, we look forward to partnering with GJA and SEEA to ensure broad awareness of the program in the commercial and industrial sectors. Our efforts could include, among other things, energy efficiency promotional copy in our various media advertising initiatives. We estimate the value of these services to be \$30,000 - \$50,000 annually. We look forward to being a cooperative partner in the marketing program GJA and SEEA will implement.

Please feel free to contact me with any questions. We see this as a unique opportunity to advance energy efficiency in an area of the country where it is needed.

Sincerely,

THE BUSH COMPANIES

Mark G. Rinaldi
Vice President - Development



City of Virginia Beach

OFFICE OF THE CITY MANAGER
(757) 385-4242
FAX (757) 427-5626

VBgov.com
MUNICIPAL CENTER
BUILDING 1, ROOM 234
2401 COURTHOUSE DRIVE
VIRGINIA BEACH, VA 23456-9001

December 1, 2009

Southeast Energy Efficiency Alliance
c/o Mr. Ben Taube, Executive Director
P.O. Box 13909
Atlanta, GA 30324

Subject: Letter of Intent for Application to the DOE for EECBG Funds (DE-FOA-0000148)

Dear Mr. Taube:

On November 18, 2009 the Hampton Roads Planning District Commission passed a resolution in support of the Green Jobs Alliance pursuing the above referenced EECBG funds on behalf of the Hampton Roads region. This letter is submitted by the City of Virginia Beach, as required by Section I D "Eligibility under Topic 1", authorizing the Green Jobs Alliance in its partnership with the Southeast Energy Efficiency Alliance (SEEA) to participate in a Southeast Regional application to DOE for the competitive EECBG funds. We support the regional approach and see value in the leveraging of peer cities through strategic planning and deployment of energy efficiency. We also give SEEA the authority to submit the regional application which will include my city as a partner. This regional application will seek the maximum award of \$75 million.

Please feel free to contact me with any questions. We see this as a unique opportunity to progress energy efficiency in an area of the country where it is needed.

With Pride in Our City,

James K. Spore
City Manager

JKS/RRM/amg

Cc: Steve Herbert, Deputy City Manager
Bob Matthias, Assistant to the City Manager



WILLIAM D. SESSOMS, JR., MOLLY JOSEPH WARD, CO-CHAIRMEN • E. DANA DICKENS III, TREASURER • DWIGHT L. FARMER, SECRETARY

FRANK ROBERTS, EXECUTIVE DIRECTOR

December 7, 2009

Green Jobs Alliance
c/o Mr. Randall Gilliland, Chairman
2 Eaton Street, Suite 711
Hampton, VA 23669

Re: DOE EECBG Funds (DE-FOA-0000148)

Dear Mr. Gilliland:


The Hampton Roads Military & Federal Facilities Alliance (HRMFFA) is pleased to observe that the Green Jobs Alliance (GJA) is coordinating the local government, private, and NGO communities in Hampton Roads to partner with the Southeast Energy Efficiency Alliance (SEEA) to submit a Southeast Regional application to DOE for the competitive EECBG funds. A regional approach adds value in the leveraging of the many communities through strategic planning and deployment of energy efficiency.

We are encouraged to note that 16 local governments in Hampton Roads pledged their support through the Hampton Roads Planning District Commission resolution on November 18. Additionally, we are encouraged that the Commonwealth of Virginia Department of Mines, Minerals and Energy will be bringing the strength of the state's resources to the effort.

Where opportunities emerge wherein the mission of HRMFFA can be aligned with and support GJA and SEEA objectives, we will be pleased to engage our Board on implementation specifics and to seek a commitment of limited HRMFFA resources. We applaud this effort and see it as an opportunity to advance energy efficiency in an area of the country where such efficiency can directly contribute to improved mission performance for the many military and federal activities located in Hampton Roads.

Please feel free to contact me with any questions.

Sincerely,


Frank Roberts
Executive Director

FAR/far



Office of the City Manager
Post Office Box 15225
Chesapeake, Virginia 23328-5225
Office: (757) 382-6166
Fax: (757) 382-6507
TDD: (757) 382-8214

December 4, 2009

Southeast Energy Efficiency Alliance
c/o Mr. Ben Taube, Executive Director
P.O. Box 13909
Atlanta, GA 30324

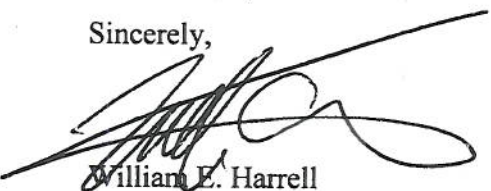
Re: Letter of Intent for Application to the DOE for EECBG Funds (DE-FOA-0000148)

Dear Mr. Taube:

On November 18, 2009 the Hampton Roads Planning District Commission passed a resolution in support of the Green Jobs Alliance pursuing the above referenced EECBG funds on behalf of the Hampton Roads region. This letter is submitted by the City of Chesapeake, as required by Section I D "Eligibility under Topic 1," authorizing the Green Jobs Alliance in its partnership with the Southeast Energy Efficiency Alliance (SEEA) to participate in a Southeast Regional application to DOE for the competitive EECBG funds. We support the regional approach and see value in the leveraging of peer cities through strategic planning and deployment of energy efficiency initiatives. We also give SEEA the authority to submit the regional application which will include Chesapeake as a partner. This regional application will seek the maximum award of \$75 million.

Please feel free to contact me with any questions. We see this as a unique opportunity to further energy efficiency initiatives and reduce the regional carbon footprint.

Sincerely,



William E. Harrell
City Manager

WEH/wbf

c: Amar Dwarkanath, Deputy City Manager
William Broome, General Service Director
Tim Winslow, Facilities Manager



CITY of NORFOLK

Office of the Mayor

Paul D. Fraim
Mayor

November 24, 2009

Green Jobs Alliance
c/o Mr. Randall Gilliland, Chairman
2 Eaton Street, Suite 711
Hampton, VA 23669

Re: Letter of Intent for Application to the DOE for EECBG Funds (DE-FOA-0000148)

Dear Mr. Gilliland:

On November 18, 2009 the Hampton Roads Planning District Commission passed a resolution in support of the Green Jobs Alliance pursuing the above referenced EECBG funds on behalf of the Hampton Roads region.

This letter is submitted by the City of Norfolk, as required by Section I D "Eligibility under Topic 1", authorizing the Green Jobs Alliance (GJA) to pursue an application to DOE for the competitive EECBG funds. We support the regional approach and see value in the leveraging of peer cities through strategic planning and deployment of energy efficiency. We also give GJA the authority to submit the regional application which will include the City of Norfolk as a partner. This regional application will seek the maximum award of \$75 million.

Please feel free to contact me with any questions. We see this as a unique opportunity to progress energy efficiency in an area of the country where it is needed.

With best wishes, I am

Sincerely,

A handwritten signature in black ink, appearing to read "Paul D. Fraim".

Paul D. Fraim
Mayor

cc: Regina V.K. Williams, City Manager
Denise Thompson, Environmental Protection Programs Manager

SOUTHAMPTON COUNTY

26022 Administration Ctr. Dr.
P.O. Box 400
Courtland, Virginia 23837



757-653-3015
Fax: 757-653-0227

December 4, 2009

Southeast Energy Efficiency Alliance
c/o Mr. Ben Taube, Executive Director
P.O. Box 13909
Atlanta, GA 30324

Re: Letter of Intent for Application to the DOE for EECBG Funds (DE-FOA-0000148)

Dear Mr. Taube:

On November 18, 2009 the Hampton Roads Planning District Commission passed a resolution in support of the Green Jobs Alliance pursuing the above referenced EECBG funds on behalf of the Hampton Roads region. This letter is submitted by Southampton County, as required by Section I D "Eligibility under Topic 1", authorizing the Green Jobs Alliance in its partnership with the Southeast Energy Efficiency Alliance (SEEA) to participate in a Southeast Regional application to DOE for the competitive EECBG funds. We support the regional approach and see value in the leveraging of peer counties and cities through strategic planning and deployment of energy efficiency. We also give SEEA the authority to submit the regional application which will include my county as a partner. This regional application will seek the maximum award of \$75 million.

Please feel free to contact me with any questions. We see this as a unique opportunity to progress energy efficiency in an area of the country where it is needed.

Sincerely,

A handwritten signature in dark ink, appearing to read "Mike Johnson", is written over a horizontal line.

Michael W. Johnson
County Administrator



Virginia Peninsula Chamber of Commerce

Serving the Hampton Roads Communities of

HAMPTON • NEWPORT NEWS • POQUOSON • JAMES CITY COUNTY • YORK COUNTY

November 23, 2009

Green Jobs Alliance
c/o Mr. Randall Gilliland, Chairman
2 Eaton Street, Suite 711
Hampton, VA 23669

Re: DOE EECBG Funds (DE-FOA-0000148)

Dear Mr. Gilliland:

We are pleased that the Green Jobs Alliance (GJA) is coordinating the local government, private, and NGO communities in Hampton Roads to partner with the Southeast Energy Efficiency Alliance (SEEA) to submit a Southeast Regional application to DOE for the competitive EECBG funds. We support the regional approach and see value in the leveraging of peer cities through strategic planning and deployment of energy efficiency.

It is encouraging to our organization that the 16 local governments in Hampton Roads pledged their support through the Hampton Roads Planning District Commission resolution on November 18. Additionally, we are encouraged that the Commonwealth of Virginia Department of Mines, Minerals and Energy will be bringing the strength of the state's resources to the effort.

Please accept this letter as evidence of (your organization) support of this regional application. We pledge to partner with GJA and SEEA and provide our efforts to ensure broad awareness of the program in the residential and business sectors. These efforts could include cooperative marketing activities targeted at our membership through the web, email, newsletters, mailings, conference and trade shows. We estimate the value of these services to be approximately \$20,000 annually. We look forward to being a cooperative partner in the marketing program GJA and SEEA will implement.

Please feel free to contact me with any questions. We see this as a unique opportunity to progress energy efficiency in an area of the country where it is needed.

Sincerely,

Dorothy G. Jordan, President & CEO

Virginia Peninsula Chamber of Commerce



Craig Davis Properties

Real Estate... We Make the
Difference

Balance
Dedication
Honesty
Innovation
Integrity
Quality
Respect
Responsiveness
Synergy
Team Concept

1001 North Campus Parkway
Suite 102
Hampton, VA 23666

Telephone 757.865.1600
Fax 757.224.2102

www.craigdavisproperties.com



December 7, 2009

Green Jobs Alliance
c/o Mr. Randall Gilliland, Chairman
2 Eaton Street, Suite 711
Hampton, VA 23669

Re: DOE EECBG Funds (DE-FOA-0000148)

Dear Mr. Gilliland:

I am extremely pleased that the Green Jobs Alliance (GJA) is coordinating the local government, private businesses, and other non-governmental organizations throughout the Hampton Roads region to partner with the Southeast Energy Efficiency Alliance (SEEA) to submit an application to the Department of Energy for the competitive EECBG funds. We fully support this regional effort and the leveraging of peer cities through strategic planning that will lead to efficient energy deployment.

It is refreshing to me that the 16 local governments in Hampton Roads pledged their support of this initiative through the Hampton Roads Planning District Commission resolution of November 18. Additionally, we are encouraged that the Commonwealth of Virginia Department of Mines, Minerals and Energy will be utilizing the strength of the Commonwealth's resources in support of this effort.

Therefore, please acknowledge Craig Davis Properties' support of this regional application. We look forward to working with GJA and SEEA to ensure public awareness of the program and the positive impacts that can result for the residential and commercial real estate sectors is properly promoted. These efforts could include cooperative marketing activities and the encouragement of design and development of new technologies and techniques that will provide for more efficient utilization of energy resources.

It is difficult to quantify the value of the resource that may be deployed. However, a reasonable estimate is \$25,000 annually. We look forward to the opportunity of being a collaborative partner with the GJA and SEEA.

Should you have any questions, or require additional information, please contact me.

Sincerely,

CRAIG DAVIS PROPERTIES, INC.

Stephen M. Mallon
Executive Vice President



225 SIGN PINE ROAD
CHESAPEAKE, VA 23322
CHESAPEAKE: 757.436.9617
WILLIAMSBURG: 757.564.1555
RICHMOND: 804.275.5263
FAX: 757.436.0112
WWW.BASNIGHTLANDANDLAWN.COM

November 23, 2009

Green Jobs Alliance
c/o Mr. Randall Gilliland, Chairman
2 Eaton Street, Suite 711
Hampton, VA 23669

Re: DOE EECBG Funds (DE-FOA-0000148)

Dear Mr. Gilliland:

We are pleased that the Green Jobs Alliance (GJA) is coordinating the local government, private, and NGO communities in Hampton Roads to partner with the Southeast Energy Efficiency Alliance (SEEA) to submit a Southeast Regional application to DOE for the competitive EECBG funds. We support the regional approach and see value in the leveraging of peer cities through strategic planning and deployment of energy efficiency.

It is encouraging to our organization that the 16 local governments in Hampton Roads pledged their support through the Hampton Roads Planning District Commission resolution on November 18. Additionally, we are encouraged that the Commonwealth of Virginia Department of Mines, Minerals and Energy will be bringing the strength of the state's resources to the effort.

Please accept this letter as evidence of Basnight Land and Lawn support of this regional application. We pledge to partner with GJA and SEEA and provide our best efforts to ensure broad awareness of the program in the residential and business sectors. These efforts could include cooperative marketing activities targeted at our membership through the web, email, newsletters, mailings, conference and trade shows. We estimate the value of these services to be \$250K annually. We look forward to being a cooperative partner in the marketing program GJA and SEEA will implement.

Please feel free to contact me with any questions. We see this as a unique opportunity to progress energy efficiency in an area of the country where it is needed.

Sincerely,

Chris Conner
COO



November 23, 2009

Green Jobs Alliance
c/o Mr. Randall Gilliland, Chairman
2 Eaton Street, Suite 711
Hampton, VA 23669

Re: DOE EECBG Funds (DE-FOA-0000148)

Dear Mr. Gilliland:

We are pleased that the Green Jobs Alliance (GJA) is coordinating the local government, private, and NGO communities in Hampton Roads to partner with the Southeast Energy Efficiency Alliance (SEEA) to submit a Southeast Regional application to DOE for the competitive EECBG funds. We support the regional approach and see value in the leveraging of peer cities through strategic planning and deployment of energy efficiency.

It is encouraging to our organization that the 16 local governments in Hampton Roads pledged their support through the Hampton Roads Planning District Commission resolution on November 18. Additionally, we are encouraged that the Commonwealth of Virginia Department of Mines, Minerals and Energy will be bringing the strength of the state's resources to the effort.

Please accept this letter as evidence of (your organization) support of this regional application. We pledge to partner with GJA and SEEA and provide our best efforts to ensure broad awareness of the program in the residential and business sectors. These efforts could include cooperative marketing activities targeted at our membership through the web, email, newsletters, mailings, conference and trade shows. We estimate the value of these services to be \$5,000 annually. We look forward to being a cooperative partner in the marketing program GJA and SEEA will implement.

Please feel free to contact me with any questions. We see this as a unique opportunity to progress energy efficiency in an area of the country where it is needed.

Sincerely,
VIRTEXCO Corporation



G. Cliff Moore
Director, Business Development

December 4, 2009

Green Jobs Alliance
c/o Mr. Randall Gilliland, Chairman
2 Eaton Street, Suite 711
Hampton, Virginia 23669

RE: Letter of Intent for Application to the DOE for EECBG Funds (DE-FOA-0000148)

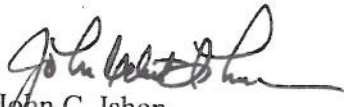
Dear Mr. Gilliland:


We are pleased that the Green Jobs Alliance is coordinating a regional effort in Hampton Roads to partner with the Southeast Energy Efficiency Alliance to submit a competitive grant application to the Department of Energy for EECBG funds. We support the regional approach and see value in the leveraging of peer cities through strategic planning and deployment of energy efficiency.

Please accept this letter as evidence of the Industrial Development Authority of the City of Hampton, Virginia's support of this regional application and that should the grant application be successful to include our properties and buildings in this program.

We look forward to assisting the Green Jobs Alliance with this creative approach toward energy efficiency and conservation in the commercial and industrial sectors.

Sincerely,


John C. Ishon
Chair



4665 South Boulevard, Suite B
Virginia Beach, VA 23452
757-481-2494
Fax: 757-481-1621
info@hracre.org
www.hracre.org

December 7, 2009

Green Jobs Alliance
c/o Mr. Randall Gilliland, Chairman
2 Eaton Street, Suite 711
Hampton, VA 23669

Re: DOE EECBG Funds (DE-FOA-0000148)

Dear Mr. Gilliland:

We are pleased that the Green Jobs Alliance (GJA) is coordinating the local government, private, and NGO communities in Hampton Roads to partner with the Southeast Energy Efficiency Alliance (SEEA) to submit a Southeast Regional application to DOE for the competitive EECBG funds. We support the regional approach and see value in the leveraging of peer cities through strategic planning and deployment of energy efficiency.

It is encouraging to our organization that the 16 local governments in Hampton Roads pledged their support through the Hampton Roads Planning District Commission resolution on November 18. Additionally, we are encouraged that the Commonwealth of Virginia Department of Mines, Minerals and Energy will be bringing the strength of the state's resources to the effort.

Please accept this letter as evidence of HRACRE's (Hampton Roads Association for Commercial Real Estate) support of this regional application. We pledge to partner with GJA and SEEA and provide our best efforts to ensure broad awareness of the program in the commercial real estate sector. These efforts could include cooperative marketing activities targeted at our membership through the web, email, newsletters, mailings, conference and trade shows. We estimate the value of these services to be at least \$10,000 annually. We look forward to being a cooperative partner in the marketing program GJA and SEEA will implement.

Please feel free to contact me with any questions. We see this as a unique opportunity to progress energy efficiency in an area of the country where it is needed.

Sincerely,



Peter S. Eckert, CRE, MAI
President



Executive Committee

- Peter S. Eckert, President
- James N. Owens, President-elect
- Lawrence J. Colorito, Jr., Secretary / Treasurer
- Craig A. Cope, Past President
- J. Scott Adams
- Thomas H. Atherton, III
- Janice M. Hall
- Stephen R. Romine

Board of Directors

- Larry S. Barry
- Karen R. Beale
- Tony Beck
- Gregory S. Brezinski
- Richard A. Costello
- Donald R. Crigger
- Michael B. Divaris
- Wendy C. Drucker
- Joel T. Flax
- Cathie J. France
- Camila A. Hahn
- Susan Horton
- S. Candice "Candi" James
- Robert P. Kerr
- Kenneth E. Rodman, Jr.
- Stewart J. "Skip" Sacks
- Kenneth E. Sechrest
- Paula J. Shendow
- Michael J. Sykes
- Kurt W. Taves
- Anthony M. Thiel
- F. Blair Wimbush

Past Presidents

- F. Craig Read
- John M. Knibb
- Thomas E. Snyder
- Vincent A. Campana, Jr.
- Michael J. Barrett
- Stephen R. Romine
- Donald E. Parry
- John E. Matthews
- Paul W. Gerhardt
- C.J. "Skip" Smith, III
- Thomas M. Dillon
- Alvin J. Owens
- Thomas H. Atherton, III
- Lisa M. Murphy
- Craig A. Cope

Dana Walker,
Executive
Administrator

RESOLUTION OF THE EXECUTIVE COMMITTEE OF THE HAMPTON ROADS PLANNING DISTRICT COMMISSION IN SUPPORT OF THE APPLICATION OF THE GREEN JOBS ALLIANCE FOR FINANCIAL ASSISTANCE UNDER THE ENERGY EFFICIENCY AND CONSERVATION BLOCK GRANT PROGRAM COMPETITIVE SOLICITATION RETROFIT RAMP-UP AND GENERAL INNOVATION FUND PROGRAM

WHEREAS, the Hampton Roads Planning District Commission desires to improve energy efficiency, energy conservation and related economic activity and job creation in the region; and

WHEREAS, the HRPDC desires to encourage programs and initiatives that contribute to the achievement of these goals; and

WHEREAS, the United States Department of Energy Office of Energy Efficiency and Renewable Energy has issued Funding Opportunity Announcement Number: DE-FOA-0000148, CFDA Number: 81.28 Energy Efficiency and Conservation Block Grant Program (EECBG) Competitive Solicitation Retrofit Ramp-up and General Innovation Fund Programs which will fund programs to improve energy efficiency, energy conservation and stimulate economic activity and job creation; and

WHEREAS the EECBG Grants are for programs ranging in value from a minimum of \$5,000,000 to a maximum of \$75,000,000 and do not require matching funds from state or local government; and

WHEREAS, the DOE will only award between 8 and 20 grants nationwide, making this a highly competitive grant process; and

WHEREAS, the EECBG Grant specifically seeks to stimulate activities and investments which can:

- Deliver verified energy savings from a variety of projects within a geographic region with a particular emphasis on efficiency improvements in residential, commercial, industrial and public buildings;
- Achieve broad market participation and greater efficiency savings from building retrofits;
- Highly leverage grant funding in order to significantly enhance the resources available for supporting the program;
- Sustain themselves beyond the grant monies by designing a viable strategy for program sustainability;
- Serve as pilot building retrofit programs that demonstrate the benefits of gaining economies of scale; and

- Serve as examples of comprehensive community-scale energy-efficiency approaches that could be replicated in other communities across the country; and

WHEREAS, DOE is specifically targeting these grant funds for high-impact programs which will significantly improve energy efficiency to a large fraction of buildings within targeted neighborhoods, technology corridors, and business/industrial parks; and

WHEREAS, eligible entities include states, formula-eligible units of local government, and quasi-governmental and non-governmental not-for-profit organizations authorized by and on behalf of a state or formula-eligible unit of local government; and

WHEREAS, a broad alliance of organizational partners have been assembled by the Green Jobs Alliance, a legally registered 501(c)(3) not-for-profit meeting the eligibility guidelines of this grant; and

WHEREAS, the Green Jobs Alliance was organized for the specific purpose of seeking and administering federal grant funds for "green" economic activity and workforce training for the Hampton Roads region and Commonwealth of Virginia and has been officially designated by the Commonwealth of Virginia as a State Energy Training Partner as required by federal law, and

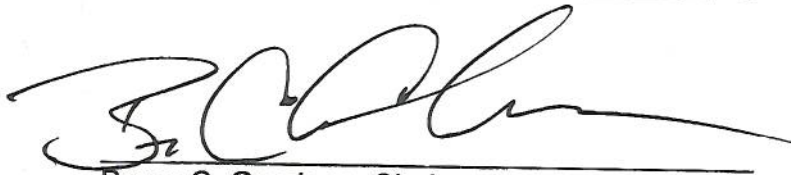
WHEREAS, this broad alliance of organizational partners collectively has the specific expertise required by the EECBG Grant merit review criteria to create a targeted, innovative, "game-changing" program with a comprehensive framework for building retrofits, including processes for financing, marketing/education, delivery, monitoring and verification that can serve as templates for other communities across the country and thus represents the strongest possible grant application on behalf of the Hampton Roads region; and

WHEREAS, support of the local governments in the region of the grant application is viewed by DOE as an important element of the grant application; and

WHEREAS, time is of the essence as the DOE issued the grant Funding Announcement Opportunity on October 19, 2009 and requires a letter of intent to be submitted by November 19, 2009 and the grant application is due December 24, 2009; now therefore, be it

RESOLVED that the Hampton Roads Planning Commission does hereby encourage and support the Green Jobs Alliance's efforts in pursuing the EECBG Grant for the benefit of the Hampton Roads region and the Commonwealth of Virginia.

PASSED AND APPROVED by the Executive Committee of the Hampton Roads
Planning District Commission this 18th day of November, 2009.

A large, stylized handwritten signature in black ink, appearing to read 'B. Goodson', written over a horizontal line.

Bruce C. Goodson, Chairman
Hampton Roads Planning District Commission

ATTEST:

A handwritten signature in black ink, appearing to read 'Dwight L. Farmer', written over a horizontal line.
Dwight L. Farmer, Executive Director/Secretary



COUNTY of ISLE OF WIGHT

THE COURTHOUSE

December 4, 2009

Mr. Ben Taube, Executive Director
Southeast Energy Efficiency Alliance
Post Office Box 13909
Atlanta, Georgia 30324

RE: Letter of Intent for Application to the
DOE for EECBG Funds (DE-FOA-0000148)

Dear Mr. Taube:

On November 18, 2009, the Hampton Roads Planning District Commission passed a resolution in support of the Green Jobs Alliance pursuing the above referenced EECBG funds on behalf of the Hampton Roads Region. This letter is submitted by the County of Isle of Wight, as required by Section I D "Eligibility under Topic 1", authorizing the Green Jobs Alliance in its partnership with the Southeast Energy Efficiency Alliance (SEEA) to participate in the Southeast Regional application to DOE for the competitive EECBG funds.

Isle of Wight supports the regional approach and recognizes the value in the leveraging of peer cities/counties through strategic planning and deployment of energy efficiency. Isle of Wight also gives SEEA the authority to submit the regional application which will include my county as a partner. This regional application will seek the maximum award of \$75 million.

Should you have any questions, please feel free to contact me. Isle of Wight sees this as a unique opportunity to progress energy efficiency in an area of the country where it is needed.

Sincerely,

W. Douglas Casley
County Administrator

cc: The Honorable Board of Supervisors
A. Paul Burton, County Attorney



December 7, 2009

Green Jobs Alliance
c/o Mr. Randall Gilliland, Chairman
2 Eaton Street, Suite 711
Hampton, VA 23669

Re: DOE EECBG Funds (DE-FOA-0000148)

Dear Mr. Gilliland:

We are pleased that the Green Jobs Alliance (GJA) is coordinating the local government, private, and NGO communities in Hampton Roads to partner with the Southeast Energy Efficiency Alliance (SEEA) to submit a Southeast Regional application to DOE for the competitive EECBG funds. We support the regional approach and see value in the leveraging of peer cities through strategic planning and deployment of energy efficiency.

It is encouraging to our organization that the 16 local governments in Hampton Roads pledged their support through the Hampton Roads Planning District Commission resolution on November 18. Additionally, we are encouraged that the Commonwealth of Virginia Department of Mines, Minerals and Energy will be bringing the strength of the state's resources to the effort.

Please accept this letter as evidence of KBS support of this regional application. We pledge to partner with GJA and SEEA and provide our best efforts to ensure broad awareness of the program in the residential and business sectors. These efforts could include cooperative marketing activities targeted at our membership through the web, email, newsletters, mailings, conference and trade shows. We look forward to being a cooperative partner in the marketing program GJA and SEEA will implement.

Please feel free to contact me with any questions. We see this as a unique opportunity to progress energy efficiency in an area of the country where it is needed.

Sincerely,
KBS, Inc.

A handwritten signature in black ink, appearing to read "Thomas A. O'Grady".

Thomas A. O'Grady
Business Development Manager



City of Newport News

Virginia 23607

Office Of The City Manager

December 3, 2009

2400 Washington Avenue

(757) 926-8411

Fax (757) 926-3503

Southeast Energy Efficiency Alliance
c/o Mr. Ben Taube, Executive Director
P. O. Box 13909
Atlanta, GA 30324

Re: Letter of Intent for Application to the DOE for EECBG Funds
(DE-FOA-000148)

Dear Mr. Taube:

On November 18, 2009 the Hampton Roads Planning District Commission passed a resolution in support of the Green Jobs Alliance pursuing the above-referenced EECBG funds on behalf of the Hampton Roads region. This letter is submitted by the City of Newport News, as required by Section I D "Eligibility under Topic 1," authorizing the Green Jobs Alliance in its partnership with the Southeast Energy Efficiency Alliance (SEEA) to participate in a Southeast Regional application to DOE for the competitive EECBG funds. We support the regional approach and see value in the leveraging of peer cities through strategic planning and deployment of energy efficiency. We also give SEEA the authority to submit the regional application which will include my City as a partner. This regional application will seek the maximum award of \$75 million.

Please feel free to contact me with any questions. We see this as a unique opportunity to progress energy efficiency in an area of the country where it is needed.

Sincerely,

Neil A. Morgan
Acting City Manager

NAM:rsw

Merrimac LLC
3325 West Mercury Boulevard
Hampton, Virginia 23666

Fed. I D # 54-1945031

December 4, 2009

Green Jobs Alliance

c/o Mr. Randall Gilliland, Chairman
2 Eaton Street, Suite 711
Hampton, VA 23669

Re: DOE EECBG Funds (DE-FOA-0000148)

Dear Mr. Gilliland:

I am pleased that the Green Jobs Alliance (GJA) is coordinating the local government, private, and NGO communities in Hampton Roads to partner with the Southeast Energy Efficiency Alliance (SEEA) to submit a Southeast Regional application to DOE for the competitive EECBG funds. I support the regional approach and see value in the leveraging of peer cities through strategic planning and deployment of energy efficiency.

It is encouraging to our organization that the 16 local governments in Hampton Roads pledged their support through the Hampton Roads Planning District Commission resolution on November 18. Additionally, we are encouraged that the Commonwealth of Virginia Department of Mines, Minerals and Energy will be bringing the strength of the state's resources to the effort.

Please accept this letter as evidence of my support of this regional application and that should the grant application be successful to include my properties, 3 buildings comprising 12,500 square feet into the program.

Please feel free to contact me with any questions. I may be reached at 757-826-1444. We see this as a unique opportunity to progress energy efficiency in an area of the country where it is needed.

Yours truly,

I. Vincent Behm, Jr., Manager



December 7, 2009

Green Jobs Alliance
c/o Mr. Randall Gilliland, Chairman
2 Eaton Street, Suite 711
Hampton, VA 23669

Re: DOE EECBG Funds (DE-FOA-0000148)

Dear Mr. Gilliland:

On behalf of the 115-plus Hampton Roads Partnership members, including the chief elected official of all local governments, leaders from private business, higher and secondary education, military, and labor—representing approximately 25% of the region's workforce and all of its more than 1.6 million citizens from both South Hampton Roads and the Virginia Peninsula—I support the regional approach taken by the Green Jobs Alliance (GJA) and see value in the leveraging of peer cities through strategic planning and deployment of energy efficiency.

We are pleased that GJA is coordinating the local government, private, and NGO communities in Hampton Roads to partner with the Southeast Energy Efficiency Alliance (SEEA) to submit a Southeast Regional application to DOE for the competitive EECBG funds.

It is encouraging that all 16 local governments in Hampton Roads pledged their support through the Hampton Roads Planning District Commission (HRPDC) resolution on November 18th. We are also encouraged that the Commonwealth of Virginia Department of Mines, Minerals and Energy will be bringing the strength of the state's resources to the effort.

Please accept this letter as evidence of the Partnership's support of this regional application. We pledge to provide our best efforts to GJA and SEEA to ensure broad awareness of the program. These efforts could include cooperative marketing activities targeted at our membership and other key stakeholders through the web, email, meetings and events. Our communication tools and the unequalled access to Partnership members are invaluable and cannot be measured in the same way commercial advertising is.

Hampton Roads, America's First Region

HAMPTON ROADS



PARTNERSHIP

Mr. Randall Gilliland
DOE EECBG Funds (DE-FOA-0000148)
December 7, 2009
Page 2

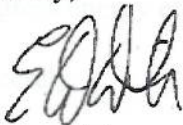
Additionally, in early 2009, a group of regional organizations and community leaders, spearheaded by the Partnership, began collaborating to develop a Comprehensive Economic Development Strategy (<http://VisionHamptonRoads.com>). This "Vision" will provide Hampton Roads with a roadmap, i.e. a regional plan, including broad strategies and specific actions of prioritized importance that will position Hampton Roads as an impactful leader in the global economy.

Hampton Roads' collective goal is to be recognized as a region fueled by Innovation, Intellectual and Human Capital, Infrastructure and a Sense of Place. Coastal energy solutions, environmental distinction and overall "awareness" are a significant part of the "Vision Hampton Roads" document, so future implementation efforts could be included as well; however, no dollar value has been attached at this point.

It is nearly impossible to accurately estimate the value of these cooperative marketing services. However, if you must attach a hard number to marketing value, I would assign \$123,000 annually, or approximately 15% of the Partnership's annual budget. We look forward to being a cooperative partner in the marketing program GJA and SEEA will implement.

Please feel free to contact me with any questions. We see this as a unique opportunity to progress energy efficiency in our region and to implement the goals, objectives and strategies of "Vision Hampton Roads."

Sincerely,



E. Dana Dickens, III
President and CEO

Mission: Provide leadership to focus on the strategic issues that will improve Hampton Roads' competitive position in the global economy.

Hampton Roads, America's First Region



November 19, 2009

Green Jobs Alliance
c/o Mr. Randall Gilliland, Chairman
2 Eaton Street, Suite 711
Hampton, VA 23669

Dear Mr. Gilliland:

Please accept this letter of support for the Green Jobs Alliance (GJA) in the Hampton Roads, Virginia, region in an application to the DOE for the competitive EECBG funds. The mission of the Virginia Business Excellence Consortium (VBEC) is to provide a vehicle to help companies identify and obtain support in implementing advanced business practices to improve processes, operations and worker skill levels in Virginia. Additionally, we look for other avenues to form alliances or support initiatives that bring value to our members. I believe the GJA and its focus on energy efficiency and conservation in the commercial and industrial sectors is cause that warrants our support.

Thank you for leadership in this vital initiative for our state.

Sincerely,

A handwritten signature in black ink, reading "David W. Crawford". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

David W. Crawford
Vice Chair
Virginia Business Excellence Consortium

Virginia Peninsula Association of REALTORS®

The Voice for Real Estate™ on the Virginia Peninsula



1001 North Campus Parkway
Hampton, VA 23666
(757) 599-5222 FAX: (757) 596-3911
www.vpar.com

Thomas Sullivan
President
Rebecca F. Grossman, RCE, e-PRO, GREEN
Chief Executive Officer

December 7, 2009

Green Jobs Alliance
c/o Mr. Randall Gilliland, Chairman
2 Eaton Street, Suite 711
Hampton, VA 23669

Re: DOE EECBG Funds (DE-FOA-0000148)

Dear Mr. Gilliland:

We are pleased that the Green Jobs Alliance (GJA) is coordinating the local government, private, and NGO communities in Hampton Roads to partner with the Southeast Energy Efficiency Alliance (SEEA) to submit a Southeast Regional application to DOE for the competitive EECBG funds. We support the regional approach and see value in the leveraging of peer cities through strategic planning and deployment of energy efficiency.

It is encouraging to our organization that the 16 local governments in Hampton Roads pledged their support through the Hampton Roads Planning District Commission resolution on November 18. Additionally, we are encouraged that the Commonwealth of Virginia Department of Mines, Minerals and Energy will be bringing the strength of the state's resources to the effort.

Please accept this letter as evidence of the Virginia Peninsula Association of REALTORS®' support of this regional application. We pledge to partner with GJA and SEEA and provide our best efforts to ensure broad awareness of the program in the residential and business sectors. These efforts could include cooperative marketing activities targeted at our membership through the web, email, newsletters, mailings, conference and trade shows. We estimate the value of these services to be \$5,000 annually. We look forward to being a cooperative partner in the marketing program GJA and SEEA will implement.

Please feel free to contact me with any questions. We see this as a unique opportunity to progress energy efficiency in an area of the country where it is needed.

Sincerely,

Rebecca F. Grossman
Chief Executive Officer





November 17, 2009

Danville

Green Jobs Alliance
c/o Mr. Randall Gilliland, Chairman
2 Eaton Street, Suite 711
Hampton, VA 23669

Lynchburg

Re: Letter of Intent for Application to the DOE for EECBG Funds (DE-FOA-0000148)

Dear Mr. Gilliland:

Martinsville

Please accept this letter of intent to the Green Jobs Alliance (GJA) in the Hampton Roads, Virginia, region and the Jacksonville, Florida, region in an application to the DOE for the competitive EECBG funds. We support the regional approach and see value in the leveraging of peer cities through strategic planning and deployment of energy efficiency. We also give GJA the authority to submit the regional application which will include VPMEP as a partner. This regional application will seek an award of \$75 million.

Norfolk

Please feel free to contact me with any questions. We look forward to our involvement in this creative approach toward energy efficiency and conservation in the commercial and industrial sectors.

Richmond

Sincerely,

Winchester

Jeff Kohler
Executive Director

Wytheville



December 4, 2009

Ben Taube, Executive Director
Southeast Energy Efficiency Alliance
P.O. Box 13909
Atlanta, GA 30324

**RE: SEEA Proposal for DOE Retrofit Ramp Up Solicitation
 DE-FOA-0000148**

Dear Mr. Taube,

Cree, Inc. is pleased to submit this letter in support of the Southeast Energy Efficiency Alliance application to the Department of Energy (DOE) Energy Efficiency and Conservation Block Grant (EECBG) competitive solicitation (#DE-FOA-0000148) in support of the American Recovery and Reinvestment Act.

Cree is a world leader in energy-efficient LED lighting products, offering LED chips, LED components and LED lighting fixtures to customers globally. Our LED lighting products offer the efficiency, light quality, lifetimes and output required to cost-effectively address the needs for more efficient, environmentally friendly lighting technology. Cree LED lighting products are today deployed in offices, homes, schools, factories, and retail and hospitality establishments.

In early 2007, Cree launched the LED City program to help support and promote the deployment of LED lighting in cities worldwide. Raleigh, N.C. was the inaugural city, and over the past two years, fifteen additional cities from around the world have joined the program. Examples include, Boston, MA; Toronto, Ontario; Austin, TX; Ann Arbor, MI; Huizhou, China; Apecchio, Italy and Gwangju, Korea.

The LED City program connects cities and city administrators interested in LED lighting with their peers in cities who have successfully deployed the technology. Moreover, the program helps to spread the word about LED lighting – it saves energy, saves money and helps to protect the environment.

Cree is pleased to join SEEA as a partner in their application to the DOE, and is willing to provide favorable volume pricing for our lighting products to those cities participating. We enthusiastically support the SEEA application, and look forward to joining with SEEA and the participating cities to advance the energy-efficient LED lighting revolution.

Sincerely,

A handwritten signature in blue ink, appearing to read "Greg Merritt", is written over a light blue horizontal line.

Greg Merritt
Vice President, Corporate Marketing



December 4, 2009

Ben Taube, Executive Director
Southeast Energy Efficiency Alliance
P.O. Box 13909
Atlanta, GA 30324

**RE: SEEA Proposal for DOE Retrofit Ramp Up Solicitation
 DE-FOA-0000148**

Dear Mr. Taube,

Cree, Inc. is pleased to submit this letter in support of the Southeast Energy Efficiency Alliance application to the Department of Energy (DOE) Energy Efficiency and Conservation Block Grant (EECBG) competitive solicitation (#DE-FOA-0000148) in support of the American Recovery and Reinvestment Act.

Cree is a world leader in energy-efficient LED lighting products, offering LED chips, LED components and LED lighting fixtures to customers globally. Our LED lighting products offer the efficiency, light quality, lifetimes and output required to cost-effectively address the needs for more efficient, environmentally friendly lighting technology. Cree LED lighting products are today deployed in offices, homes, schools, factories, and retail and hospitality establishments.

In early 2007, Cree launched the LED City program to help support and promote the deployment of LED lighting in cities worldwide. Raleigh, N.C. was the inaugural city, and over the past two years, fourteen additional cities from around the world have joined the program. Examples include, Boston, MA; Toronto, Ontario; Austin, TX; Ann Arbor, MI; Huizhou, China; Apecchio, Italy and Gwangju, Korea.

The LED City program connects cities and city administrators interested in LED lighting with their peers in cities who have successfully deployed the technology. Moreover, the program helps to spread the word about LED lighting – it saves energy, saves money and helps to protect the environment.

Cree is pleased to join SEEA as a partner in their application to the DOE, and is willing to provide favorable volume pricing for our lighting products to those cities participating. We enthusiastically support the SEEA application, and look forward to joining with SEEA and the participating cities to advance the energy-efficient LED lighting revolution.

Sincerely,

A handwritten signature in black ink, appearing to read "Greg Merritt", is written over a light blue horizontal line.

Greg Merritt
Vice President, Corporate Marketing



American Council for an Energy-Efficient Economy

529 14th Street, N.W., Suite 600 • Washington, D.C. 20045 • 202.507.4000 • 202.429.2248 • www.aceee.org

December 7, 2009

Ben Taube
Executive Director
Southeast Energy Efficiency Alliance
PO Box 13909
Atlanta, GA 30324

Dear Mr. Taube,

The American Council for an Energy-Efficient Economy (ACEEE) wishes to strongly endorse the Southeast States proposal presented by the Municipal Energy Efficiency Implementation Initiative (MEEII) as a substantial and valuable resource to support SE-based municipalities in their efforts to implement energy efficiency programs based on funding out of the American Recovery and Reinvestment Act (ARRA) as it is distributed through the community-based EECBG and SEP programs. The expertise embodied in this proposal will certainly enrich the work of these municipalities and better insure a successful investment of the ARRA funds.

ACEEE is a 30-year old, not-for-profit located in Washington, DC, recognized for its work on end-use energy-efficiency in all sectors—residential, commercial, and industrial. ACEEE works at the national level and also at the state and local level in many regions of the country. ACEEE offers in depth analysis and technical assistance on technologies, programs and policies to promote adoption of cost-effective energy efficiency measures at the national, regional, state and municipal levels. The ACEEE staff of almost forty has developed particular energy efficiency expertise in buildings, transportation, industrial, economic analysis, behavior, utilities, and federal, state and local policies and programs. Over its history, ACEEE has published more than 200 research reports that support energy efficiency programs and policies, has contributed to many pieces of energy legislation at the national and state levels, and is widely considered to be a leading source of information on energy efficiency technologies, programs and policies.

ACEEE has developed targeted energy efficiency expertise working in the Southeast on multiple energy efficiency studies delivering tailor-made, proven program and policy recommendations to policymakers in support of those states' economic growth. To date these studies include: Virginia, Florida, South Carolina, and, shortly, North Carolina. ACEEE staff has just started a similar effort in Arkansas and expects to start work in Missouri in spring 2010. These multiple state efforts are leading to a strong foundation for what may or may not work for energy efficiency gains in the Southeast Region as a whole and at the local level in particular. ACEEE publishes a State Scorecard annually that supports and recognizes efficiency actions taken to advance greater efficiency.

ACEEE is working more and more with local communities in the Southeast states as interest steadily grows to do more with energy efficiency. The EECBG and SEP monies out of ARRA are now being disbursed to fund local community energy efficiency programs and policies in a way that has not happened previously. But, one barrier to success is found in the fact that the local communities are not always well prepared to successfully implement strong programs without utilizing additional support from national, regional, state and local organizations. Organizations like those represented by this project proposal that have developed the needed expertise and skills to better insure successful program implementation and then measure and evaluate the success of the investments while insuring ongoing innovation and continuous improvement.

Sincerely,

Steven Nadel
Executive Director, ACEEE



ALLIANCE TO
SAVE ENERGY
Creating an Energy-Efficient World

December 2nd, 2009

Ben Taube, Executive Director
Southeast Energy Efficiency Alliance
P.O. Box 13909
Atlanta, GA 30324

Dear Ben,

The Alliance to Save Energy is pleased to submit this letter in support of the Southeast Energy Efficiency Alliance submission for the ***Retrofit Ramp-up and General Innovation Fund Programs*** of the Department of Energy. We likewise welcome the opportunity to provide SEEA with dedicated technical support for this effort, in collaboration with our partners in the Municipal Energy Efficiency Implementation Initiative (MEEII): Smart Power, Clean Energy Solutions, the Cambridge Energy Alliance, and the American Council for an Energy Efficient Economy.

We believe strongly in the merit of the SEEA proposal for several reasons. First, by representing 30 cities in the Southeast we feel that SEEA has created the necessary "critical mass" with this proposal that, if implemented, will lead to genuine market transformation for energy efficiency in the Southeast. Likewise, we feel that the unique competitive process through which most of the cities came together is a model worthy of replication. Finally, the comprehensive nature of the proposed program activities, and the stellar team of technical support that you have assembled, gives us every confidence in the successful prospects for the SEEA bid.

The Alliance is pleased to provide SEEA with technical support for the communications and outreach portion of the project. As you well know from our extensive partnership, the Alliance has long been a leader in designing and executing successful communications campaigns targeting energy reductions in all sectors – consumer, commercial, residential, institutional and industrial. Given this expertise and experience, the Alliance is well positioned to serve SEEA as a facilitator of the communication activities to be undertaken by the individual cities represented in the SEEA proposal. In particular, the Alliance is prepared to facilitate on behalf of SEEA the following communication and outreach activities:

- **Consumer Market Research:** identifying and drafting RFPs for firms with a good track record of conducting informative, useful market research that sheds light on how consumers in the region will likely respond to key energy efficiency messaging and tactics, leading to adoption of home energy efficiency measures.
- **TV and Radio Public Service Advertisements (PSAs):** identifying and issuing an RFP to regional firms for development of TV and/or radio PSAs in English and/or Spanish, as well as consulting on branding and marketing (including packaging) associated with issuing PSAs to state, regional and local TV and/or radio stations.
- **Media Outreach:** selecting appropriate and effective regional media outreach vehicles for reaching consumers, including traditional media (print, TV, radio, website) and social media (Twitter, Facebook,



YouTube, mobile marketing, blogs, broadband media website); and consultation in designing and conducting an earned media campaigns. In this task, the Alliance will also help to select an experienced and reliable vendor to conduct SMTs and RMTs (a series of live or taped interviews with campaign spokespersons scheduled to occur on a certain day and during a certain timeframe, most usually morning news "drive time.")

- **Paid Advertising:** the Alliance will lead consultations regarding the markets, messaging and graphics for paid advertising, including not only TV, radio and print ads but also billboards along highways, at bus stops and in airports.
- **Marketing Materials:** Drafting and issuing RFPs for development and printing of marketing materials, including materials co-branded by SEEA and participating cities.
- **Website Development:** Facilitating development of goals, objectives and audiences for online outreach to inform the design of a new consumer website for the project (in partnership with Smart Power). Drafting and issuing an RFP to web designers for development of a comprehensive energy efficiency website that will serve as the call to action for the regional consumer education/outreach campaign. Utilizing search engine optimization techniques to drive traffic to the website.
- **Metrics:** gathering and interpreting appropriate campaign metrics and analytics to ensure that the campaign fulfills the stated goals, objectives and reporting requirements of the project.
- **Staff Recruitment:** drafting a job description and consulting in the hiring process for a new SEEA Director of Communications who would oversee and manage the above types of work associated with the Retrofit Ramp-Up project.

Once again Ben, the Alliance welcomes the opportunity to provide support for the exciting initiative of the Southeast Energy Efficiency Alliance, and we look forward to working as a member of your team.

Sincerely,

A handwritten signature in black ink, appearing to read "Brian T. Castelli".

Brian T. Castelli
Executive Vice President,
Programs & Development



To: Ben Taube, Executive Director, Southeast Energy Efficiency Alliance
From: David Burd, Vice President for Business Development, Earth Aid Enterprises LLC
Date: Thursday, December 3, 2009
Re: Earth Aid Proposal for Southeast Energy Efficiency Alliance's Retrofit Ramp-Up Proposal

Earth Aid (www.earthaid.net), a Washington, DC-based energy start-up, has developed a cutting edge new service that, for the first time, enables local and state governments to measure the actual environmental and financial impact of energy efficiency programs, at scale, without any cost or hardware required on the part of the consumer, or any partnerships necessary with area utilities. Earth Aid's service also employs a new approach to residential engagement that, as early results show, has achieved unprecedented levels of engagement (nearly 70% of users return to our web site within 90 days of signing up).

Earth Aid is excited to be partnering with a growing number of municipal governments to perform our tracking and engagement services, and given our unique offerings, there has been particular interest among cities in working with us vis-à-vis their applications for funding via the DOE Retrofit Ramp-Up program. Below, find a description of the services we can provide towards this end. We would be very interested in speaking with cities across the Southeast about providing these services to them.

Background on Earth Aid

Earth Aid (www.earthaid.net), founded in 2007, has developed the first free service that enables individuals to track their electric, gas, and water usage in one place online, receive customized tips to save, and earn rewards for saving—discounts and offers at local businesses. Households sign up online at www.earthaid.net and link their utility accounts to Earth Aid's platform. Earth Aid's patent-pending software then gathers households' consumption data on their behalf from their utility companies and presents that information together on the user's personalized dashboard. Earth Aid provides customized tips to help households save and enables them to compare their usage to that of their friends and family. Members earn points by reducing their utility usage (and inviting and encouraging their friends to do the same); these points can be redeemed for discounts from local businesses.

Measuring the Environmental Impact and Proving the Financial Value of Retrofits: Earth Aid can track and verify the actual environmental impact and financial savings generated by the Retrofit Ramp-Up program for specific municipalities, as well as across the entire Southeast. Our patent-pending technology makes us the only independent player able to deliver a cross-utility, cross-service area data solution and provide this service across the Southeast today, without requiring any cost or hardware on the part of the consumer, or any partnerships with the utilities themselves.

- **Providing Aggregate and Sub-Aggregate Energy and Financial Savings Data (Free):** We can provide municipalities with the actual aggregate and sub-aggregate energy and financial savings achieved from the Retrofit Ramp-Up program, in a given municipality as a whole, as well as community by community—based on the request of the municipal partner. We can do this for no charge. This can prove the environmental impact and financial value of investments made in this program both to the government involved as well as to individual residents.

- **Providing Individual-Level Energy and Financial Savings Data (\$2-\$5 per person, per year, plus \$1,000 set-up fee):** Earth Aid can also provide anonymized individual-level savings data for every household participating in the Retrofit Ramp-Up program in a given community. We can do this at our government/non-profit rate of \$2-\$5 per year for each household tracked (the per-household cost will fall within that range based on the scale of the specific program and any customized analysis requested). This is in addition to a \$1,000 one-time setup fee. This enables governments to parse the consumption and savings data more closely.

Serving as the Community Engagement Partner for the Retrofit Ramp-Up Program. Earth Aid's unique engagement platform—using actual rather than estimated data, pushing out information to residents rather than requiring their ongoing proactive effort, and providing a growing menu of useful and social networking-based features—also can serve as an important residential engagement component of the Retrofit Ramp-Up program.

- **Enabling Residents to see the Environmental and Financial Savings Created by Their Retrofit (Free).** Earth Aid's platform can show households how much energy and money they save because of the retrofit performed on their homes. This makes them more likely to take other energy-efficient actions in the future, and it creates a positive feedback loop that can encourage other residents to arrange retrofits of their homes—through this program or otherwise. We also can feature the logo of the municipality or Retrofit program on each user's personalized Earth Aid dashboard, constantly reminding them of who brought them those savings. We can do this for no charge.
- **Developing a More Customized Platform to Display Savings (Variable Cost).** In addition, we can also customize the Earth Aid platform presenting the consumption and savings information to feature specific programs or have a specified look and feel that our governmental partners seek. We can do that for a fee, based on the amount of specification desired.
- **Other Interactive Functionality.** In addition, we also can provide a variety of other interactive functionality for residents:
 - **Building our Rewards Network in Your Municipality (Variable Cost).** Our platform awards points to households when they save energy and water at home, and through our Rewards Network, we partner with businesses to give discounts and offers for which households can redeem those points. This serves as additional incentive to save. We can work with our governmental partners to build this Rewards Network in their municipalities for no charge or a nominal fee, depending upon the commitment of our municipal partners in assisting with recruiting Rewards Partners. This serves as part of businesses' advertising efforts, though there is no charge for them to participate.
 - **Organizing Energy Savings Competitions (Free):** We also can set up energy savings competitions where communities (or any other geographic sub-divisions) compete against one another to save the most energy and/or money, and we can post a leader board showing the highest-saving communities. We can do this for free as well assuming our municipal partners actively promote it.

Providing Additional Tools Built to Your Specification. Earth Aid's platform is extremely versatile, and we are able to provide additional services relating to the Retrofit Ramp-Up (or any other energy efficiency) program built to the specification of our municipal partners.

EGIA Electric & Gas Industries Association

December 4, 2009

United States Department of Energy

**RE: Announcement Number: DE-FOA-0000148; CFDA Number: 81.128
Energy Efficiency and Conservation Block Grant Program (EECBG)**

Dear Sir/ Madam:

The Electric & Gas Industries Association (EGIA), a nationwide non-profit organization dedicated to advancing energy efficiency & renewable energy solutions strongly supports the Southeast Energy Efficiency Alliance (SEEA) application to the U.S. Department of Energy for the competitive Energy Efficiency Conservation Block Grant.

SEEA is a proven leader in facilitating successful collaboration between communities, business, energy service providers and energy efficiency advocates. This grant proposal builds upon that success and will create significant and verifiable energy savings, sustainable green collar jobs and widespread consumer program participation throughout the region.

EGIA is pleased to work with SEEA and support this initiative to help overcome one of the key barriers to widespread investment in home efficiency. EGIA in partnership with GE Money will provide homeowners installing energy efficient upgrades with access to low interest financing through our GEOSmart Sustainable Financing Solutions loan program. The GEOSmart loan program has financed over 40,000 home upgrades valued at approximately \$600 million over the past 4 years alone and will serve as a valuable tool in making home efficiency affordable for consumers participating in the SEEA program.

We urge you to positively evaluate the Southeast Energy Efficiency Alliance application for EECBG competitive funding. EGIA stands ready to assist SEEA in making this effort successful.

Sincerely,



Bruce Matulich
CEO & Executive Director

December 3, 2009

Ben Taube
Executive Director
Southeast Energy Efficiency Alliance
P.O. Box 13909
Atlanta, GA 30324

Dear Mr. Taube,

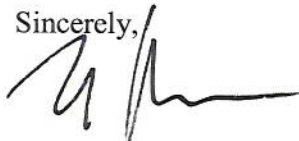
Strategies Group, LLC strongly supports the proposal submitted by the Southeast Energy Efficiency Alliance and its partners for funding under the US Department of Energy (DOE) Retrofit Ramp-up Program. FSG is a leader in working with state and federal governments, corporations, facilities owners and managers, and industry stakeholders to integrate energy efficiency, renewable energy, and sustainability into building systems and business processes, providing engineering, strategy, commissioning, and savings verification services to support operational and maintenance improvement, modernization, and new construction projects.

Our work makes us acutely aware of the need to increase energy efficiency in all sectors of the Southeast's local and regional economy and the significant support that can be provided by energy efficiency to reducing operating costs, mortgage defaults, and job creation among local governments, public and private institutions, and the general public. This proposal builds on recent efforts to unite diverse stakeholders and transform this region's energy use and carbon profile through community-based education, workforce training, building retrofits, and the installation of renewable energy resources.

Our role in this important work will be to provide renewable, efficiency, and sustainability assessments, engineering, commissioning, savings verification, and financial analysis across a diverse range of facilities and sectors, supporting planning, retrofit execution, and green house gas reduction through design-build strategies and innovative financing models such as energy performance contracting and power purchase agreements.

In conclusion, we strongly advocate that the US DOE favorably review this proposal and provide the support needed to expand this region's energy efficiency efforts.

Sincerely,



Matt Pesce, P.E.
Principal

December 8, 2009

Mr. Taube, Executive Director
Southeast Energy Efficiency Alliance
1330 West Peachtree
4th Floor
Atlanta, GA 30309

RE: SEEA Proposal for DOE Retrofit Ramp Up Solicitation
DE-FOA-0000148

Dear Mr. Taube,

Niagara Conservation Corporation is pleased to submit this letter in support of the Southeast Energy Efficiency Alliance application to the United States Department of Energy (USDOE) Energy Efficient and Conservation Block Grant (EECBG) competitive solicitation (#DE-FOA-0000148) for the Retrofit Ramp-Up Program via the American Recovery and Reinvestment Act funding.

Niagara Conservation Corporation is the industry leader in energy efficient weatherization and water conservation products which are supplied to our clients across the globe. Our products include door and window sealing kits, weather-stripping, caulking materials, programmable thermostats, compact fluorescent lamps (CFL's) and water conserving toilets and hot water conserving showerheads which are cost effective and environmentally friendly. Niagara Conservation Corporation's energy efficient and hot water conservation products are currently retrofitted into offices, single and multifamily homes, low and middle income housing projects, government and public buildings as well schools, retail and hotel facilities throughout the United States.

Niagara Conservation Corporation's energy efficient weatherization and hot water conserving products are utilized in large retrofit programs across the country in many cities, counties and states. These products are distributed through direct and contractor retrofits which have also been funded by community action agencies and utility companies throughout the world. Over the past 30 years our energy efficient weatherization and hot water efficient products have been installed in residential homes through these programs in the cities of Atlanta, New York, Los Angeles, Chicago, Dallas, Miami, as well as Canada, United Kingdom and the Middle East.

We have supported hands-on program execution as a local partner with city program supervisors and agencies through the utilization of our regional distribution sites around the United States which has provided ease of availability, material ordering coupled with the expeditious delivery of product.



it's easy being green.

Niagara Conservation Corporation is excited about joining the SEEA as a partner in their application to the USDOE, and is willing to provide favorable volume discounts and our most competitive pricing for our energy efficient and water conservation products to those municipalities participating in the program. We are enthusiastic supporters of the SEEA application without reservation and look forward to joining with SEEA and the participating cities in advancing the use of the energy-efficient weatherization and water conservation products throughout the United States.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Carl', with a long horizontal stroke extending to the right.

Carl Wehmeyer



PEREGRINE ENERGY GROUP, INC.

December 2, 2009

Ben Taube, Executive Director
Southeast Energy Efficiency Alliance
P.O. Box 13909
Atlanta, GA 30324

Dear Mr. Taube:

Peregrine Energy Group, Inc. is delighted to offer its support for the Southeast Energy Efficiency Alliance (SEEA) proposal for the DOE *Retrofit Ramp-Up and General Innovation Fund Program*. We believe that you have developed an outstanding proposal that will help to achieve DOE's goal of fundamentally and permanently transforming energy markets in a way that make energy efficiency and renewable energy the options of first choice.

As you know, data collection, management and analysis will be one of the many challenges that you face. With a program that covers many cities across several states and that will engender action by hundreds of contractors and many, many thousands of customers, you will need a rigorous approach to data management that serves many functions, including:

- collecting, organizing, and managing numerous types of data
- integrating data collected from multiple sources in a single database
- analyzing the data to determine what it says and what it means
- calculating impacts attributable to the project, including energy saved, jobs created, and emissions avoided
- providing clear and timely reports that satisfy the needs of many audiences, including program management, customers, subcontractors, stakeholders, and DOE

Peregrine proposes to assist SEEA by providing a comprehensive platform for data collection, management, analysis, and reporting. The platform will streamline and standardize the data collection and reporting process, ensuring that SEEA has the information that it needs to track progress, publish results, and meet DOE's reporting requirements. Peregrine will:

- Assist SEEA in identifying the data points to collect in order to both optimize the program and meet DOE's reporting requirements.
- Provide an on-line tool where customers and project subcontractors can enter data directly into a central database for the project. This will enhance both the ease and timeliness of data collection, reducing the time burden on program staff and enabling more up-to-date tracking.
- Provide a web-based, password protected reporting interface. This tool will be available to SEEA and to others (e.g., partners and subcontractors) as designated by SEEA and with levels of information access determined by SEEA. The tool will report all project metrics, including:
 - Energy use by building to enable both prioritization of buildings for energy efficiency investments and tracking of use and savings over time
 - Number of projects completed and customers served

- Dollars invested and dollars leveraged
- Jobs created
- Emissions avoided
- Progress compared to goals

To perform these tasks, Peregrine will draw on our extensive experience with similar projects over the last sixteen years. That experience includes the following:

Community Energy Efficiency Initiatives

Peregrine has been a partner in numerous community-based energy initiatives, including the Cambridge Energy Alliance, Renew Boston, the Massachusetts Governors Energy Challenge, and the Marshfield (MA) Energy Challenge. We understand the requirements of ambitious community scale initiatives and have experienced first-hand the opportunities and challenges they face.

Data Collection, Management, Analysis, Reporting

A centerpiece of Peregrine's business is the collection, analysis, and reporting of energy data. We collect data from numerous sources, organize it in a central database, perform analysis and calculations, and report the data via a web-based interface. Recent projects include:

- **National database of renewable energy projects.** The Clean Energy States Alliance, a national organization of state clean energy funds, engaged Peregrine to establish a national database of all renewable energy projects supported by its member funds. Peregrine collected data for over 68,000 clean energy projects from 16 states. We adjusted the data to normalize the differences in state-by-state reporting practices and consolidated it into a single database. For each state individually and for all states together, we determined and reported: number of projects installed, megawatts installed, megawatt-hours generated, emissions avoided, state funds invested, leveraged funds invested, and jobs created.
- **Municipal energy use reporting for 351 cities and towns.** The Massachusetts Department of Energy Resources has engaged Peregrine to collect and report municipal energy inventories for every city and town in Massachusetts. Peregrine is collecting data directly from the utilities and is providing an online interface that the municipalities can use to enter data about their buildings and oil use. We are consolidating the data from all sources into a single database and providing the towns with a web-based reporting tool where they can review energy use, cost, and emissions by building, by department, and for the town as a whole. The interface also enables towns to benchmark their buildings against other municipal buildings across the state.
- **Community-based energy efficiency initiative.** For the Cambridge Energy Alliance, Peregrine is collecting monthly electricity and natural gas use data for every utility meter in the city of Cambridge, MA – over 75,000 meters. Using this data, Peregrine identifies targets for energy efficiency projects and tracks and report energy use and emissions for individual customers, neighborhoods, and the city as a whole.

Thank you for the opportunity to discuss this project. I look forward to working with you.

Sincerely yours,



Paul W. Gromer

RENEWABLE FUNDING

December 4, 2009

Mr. Ben Taube
Executive Director
Southeast Energy Efficiency Alliance
P.O. Box 13909
Atlanta, GA 30324

Dear Mr. Taube,

We welcome the opportunity to support the Southeast Energy Efficiency Alliance on the property assessed clean energy (PACE) program that will be part of your Retrofit Ramp-Up Grant Application to the U.S. Department of Energy.

Renewable Funding has been pleased to work with the States of North Carolina, Louisiana, and Virginia on developing state legislation to enable the PACE program as well as advising on PACE programmatic structures throughout the Southeast Region. We look forward to helping your team implement a PACE program which will complement the retrofit effort in your community and make your program sustainable.

As the only firm in the country with experience both administering and financing PACE programs, Renewable Funding offers unparalleled expertise in helping our partners understand the intricacies of and reduce the risk in carrying out this new financing model for renewable energy and energy efficiency installations. As the summary below demonstrates, we can offer a range of design, administration, and financing services to support your program goals.

Summary of Services

Program Design

1. Design: development of program guidelines, creation of clear underwriting standards, alignment with local goals and policies, and integration with existing programs.
2. Technology: website set-up and customization.
3. Marketing: market demand analysis and promotional and outreach campaign coordination.
4. Resources: assistance applying for state and federal funds/grants.

Administration Design

1. Education & Marketing: development of materials, workshops, and direct outreach.
2. Application Processing: property/project screens and underwriting.
3. Customer Service: addressing property owner and contract questions.
4. On-Going Technology and Reporting Management: tracking of program goals.
5. Origination and Closing Process Management: project quality assurance, closing documentation, and funding disbursement.

Financial Services

1. Adaptable Financing Structures, including micro-bond or pooled bond approaches.
2. Cost Recapture, including via application fee, capitalized expenses, property tax in excess of debt service, installer/contractor fees, and funding from external sources.

Firm Experience

Renewable Funding brings exposure and expertise pioneering the PACE model first in California and now throughout the country. The firm has consulted with many state and local governments, including Arizona, Colorado, Florida, Louisiana, Maine, Missouri, New Mexico, New York, Ohio, Oregon, Texas, Vermont, Virginia, Wisconsin, and others. Renewable Funding is also active on the federal level, having been instrumental in the Congressional clarification extending tax credits to renewable energy financing programs sponsored by local governments. The firm has worked with the U.S. Department of Energy, Environmental Protection Agency, White House, and other federal agencies to develop policy for PACE programs and to assist in building a national model.

Our clients include:

- **Berkeley, California.** Renewable Funding administered and financed the Berkeley program starting in late 2008. The first of its kind, the program received attention internationally. The \$1.5 million pilot program financed solar PV and was met with high participant support, being fully subscribed in 9 minutes. Renewable Funding purchased all bonds associated with the program.
- **Boulder County, Colorado.** Renewable Funding assists Boulder County, which includes the county and 10 incorporated cities, in the administration of its ClimateSmart Loan Program. In the first application round, Boulder's program financed solar and energy efficiency projects for nearly 400 property owners for a total amount of approximately \$7.7 million in financing. Renewable Funding provides origination services for the County.
- **San Francisco, California.** Renewable Funding has been selected to administer and finance the San Francisco Sustainable Financing Program. The firm has worked closely with the City in designing a program that provides financing for renewable and energy efficiency projects for residential and commercial property owners. The program is expected to fund over \$40 million in projects upon its launch in early 2010. Financing partners include New Resource Bank, OneCalifornia Bank, and Stone & Youngberg.
- **CaliforniaFIRST Statewide Financing Program.** Renewable Funding is developing the California-wide program sponsored by the California Statewide Communities Development Authority, a joint powers authority. Over 100 local jurisdictions with over 10 million people are participating in the first phase of the program. Renewable Funding will administer and finance the program, which will organize cities and counties throughout California to achieve economies of scale for the bond issuance. The program will fund renewable energy and energy efficiency projects for residential, commercial

and industrial property owners. The program is currently on a timeline to launch in mid-2010 and is expected to finance over \$1 billion in projects. The Royal Bank of Canada is the underwriter and financing partner for the program.

In addition, our firm has been selected to administer and/or finance programs in:

- Albuquerque, NM;
- Los Angeles County, CA; and
- San Diego, CA.

As a result of our diverse experience, we are familiar with different legal and procedural structures as they evolve in different states and communities.

Financing

Renewable Funding's access to a range of capital sources permits the firm to provide flexible financing plans for our program partners. This allows programs to adjust to market conditions in order to capture the most competitive financing rates, ensuring the lasting success of programs we support. Renewable Funding both delivers our own financing as well as provides financing through partners such as Barclays, Citigroup, and Royal Bank of Canada Capital Markets. In addition, we have built a sophisticated software platform, which keeps costs low and allows property owners to move efficiently through the application and funding process.

We would welcome the opportunity to work together, including with your local partners and governments, to lend our knowledge and experience on PACE to meeting local environmental and workforce development goals.

Best regards,



Cisco DeVries
President



Mimi Frusha
Chief Operating Officer



1515 N. Courthouse Road, Suite 610
Arlington, Virginia 22201
(703) 778-4544

December 1, 2010

Dear Mr. Taube:

OPOWER is thrilled to have the opportunity to partner with SEEA on the DOE Retrofit Ramp Up application. We are especially excited about the regional market approach SEEA will leverage to maximize investment from multiple constituencies within the Southeast cities and counties that will be partners in this initiative.

OPOWER's Home Energy Reporting Platform was designed to deliver better information to residential energy customers in a way that not only informs but also motivates action in a consistent and predictable fashion. The OPOWER platform is currently deployed in partnership with 22 utilities to nearly one million households across the United States and is seeing robust energy savings in every deployment. On average, OPOWER's platform delivers between 1.5% and 3.5% in demand reduction across all observable customer segments, resulting in energy savings per household that are as high as 500 kWh per year.

Leveraging all existing touch points between the utility and its customers (mail, web and phone), OPOWER achieves a very high-level of engagement. The result has been measureable energy saving actions among up to 80% of the targeted population. In most cases, the platform drives small, and seemingly insignificant changes in daily habits such as lowering thermostats or changing A/C filters, but across the entire report recipient population, these actions add up to significant overall savings. In addition, OPOWER delivers energy savings at a best-in-class cost effectiveness of about \$0.03 / kWh. In addition to these behavioral savings we have found that once customers are "engaged" in understanding their energy use, through the Home Energy Reports, they become much more likely to participate in community sponsored programs such as energy audits and home energy retrofits.

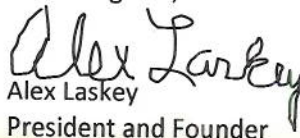
In conjunction with the SEEA Retrofit Ramp Up program OPOWER will leverage the latest in behavioral science and customer segmentation techniques to deliver completely individualized paper reports to each of the targeted households. These reports will provide a contextualized understanding of energy use, allowing report recipients to understand their energy consumption levels vis-a-vis the average consumption in similar sized houses in their neighborhood. This so-called "normative" approach was originally proven to drive measureable behavioral energy savings in small-scale studies by OPOWER's Chief Scientist, Dr. Robert Cialdini. OPOWER's programs today deliver a powerful proof point that such an approach can be scaled to achieve energy savings on an unprecedented scale in the Southeast.

The following OPOWER team members will lead our portion of the SEEA Retrofit Ramp Up program:

Name and Title	Program Role	Responsibilities
Pete Curtice; <i>Director, Client Solutions</i>	Executive	Pete is the executive responsible for the project within OPOWER, and will ensure all resources from OPOWER are available to ensure program success
Catherine Potter; <i>Program Manager</i>	Account Executive	Catherine will act as the primary point of contact at OPOWER, and she will maintain overall responsibility for the success of the Energy Reporting program. Catherine will be intimately involved in the day-to-day operations of the program from its inception and will support current and evolving needs from 2010 – 2012 and beyond.
Anh Pham; <i>Director, Program Management</i>	Deployment Program Manager	Anh will lead the deployment and launch of the Energy Reporting program. She will manage task scheduling and tracking, OPOWER's deployment resources and work plan deliverables. Anh will focus on ensuring that the program is deployed in a timely, efficient and collaborative manner.
Marc Solomon: <i>Vice President, Product Management</i>	Product Executive, Marketing Analytics Executive	Marc will oversee all aspects of product management, from data analysis and benchmarking to the development of Action Steps (tips) and the use of content in both the Energy Reports and the Energy Insider Website.
Tyler Curtis; <i>Director, Business Analytics</i>	Business Analytics Manager	Tyler, with the support of his team, will lead the data analytics components of the Energy Reporting program. He will direct the program selection process, customer segmentation, and all measurement and verification tasks.

OPOWER was founded on a simple premise: It's time to engage the 300 million Americans who are in the dark about their energy use. Engaging customers to drive measurable efficiency gains is our sole focus. We are committed to working with SEEA, DOE and our other partners to deliver large scale energy savings, drive incremental home retrofits and to do so in a cost-effective and sustainable fashion. The entire OPOWER team looks forward to next steps in the DOE RFP process, continuing our strategic partner with SEEA, and making this initiative the most successful Retrofit Ramp Up program in the country.

Warm regards,


 Alex Laskey
 President and Founder

December 2, 2009

Ben Taube, Executive Director
Southeast Energy Efficiency Alliance
P.O. Box 13909
Atlanta, GA 30324

**RE: SEEA Proposal for DOE Retrofit Ramp Up Solicitation
DE-FOA-0000148**

Dear Mr. Taube:

Shaw Environmental & Infrastructure, Inc. (Shaw) is pleased to submit this letter in support of the Southeast Energy Alliance (SEEA) application to the Department of Energy (DOE) Energy Efficiency and Conservation Block Grant (EECBG) competitive solicitation (#DE-FOA-0000148) in support of the American Recovery and Reinvestment Act (ARRA).

Shaw has significant experience in the design, implementation and management of energy efficiency programs and in managing diverse stakeholder processes for a variety of clients. We are currently working with a number of states, counties, and municipalities on issues relating to the American Recovery and Reinvestment Act including the development of Energy Efficiency and Conservation Consultant Strategies (EECSs) that leverage utility incentives, Energy Efficiency and Conservation Block Grant (EECBG) funds, and State Energy Program dollars.

We understand the level of transparency and reporting required under the ARRA, including justification of each infrastructure investment, timely detailed reporting to oversight committees on project status, jobs created, funding obligations, and cost-benefit analyses. Leveraging engineering prowess and proven program management systems, we offer a comprehensive solution to the development, management, scheduling, implementation, financial controls, and reporting requirements to comply with ARRA requirements.

In support of the Southeast Energy Alliance initiative Shaw is prepared to assist with:

- Regional and Individual program management and implementation
- Development of regional and individual goals and objectives
- NEPA compliance
- Program measurement and verification

We are prepared to provide the necessary technical expertise to facilitate the development of goals and strategies that will lead to the successful creation and implementation of an effective program. To assist in the development and implementation of this proposed program, Shaw will use best practices, lessons learned and the municipal energy planning process we have used successfully with other communities. This approach will allow municipalities leverage existing programs, delivery mechanisms, and available funding for energy efficiency projects that are consistent with their goals, programs and planning and budgeting processes.

As a leading contractor for the federal government, Shaw understands the existing tracking mechanisms that will be used to monitor progress and use of ARRA funds. Our delivery of engineering and planning solutions establishes a foundation for project execution, program compliance, and a collaborative client relationship that promotes success. Our excellent reputation derives from our emphasis on client service and quality in execution of all tasks. Given our industry leading performance and experience managing complex, government funded

programs, Shaw is best prepared and ready to support this initiative in the management and successful execution of this historic program.

Energy Efficiency and Sustainability Program Experience

Highlights of our experience include the following:

- Extensive experience working with municipalities to develop municipal energy strategies, even predating the ARRA program
- LEED Accredited Professionals (LEED AP) and Certified Energy Managers (CEM) on our team
- Strong track record in developing and implementing successful energy efficiency strategies at the municipal level, including evaluating energy reduction opportunities in the municipal, residential, commercial and institutional sectors
- Services to municipalities have included assisting them to understand energy use in their own operations and identify opportunities for energy reduction
- Municipal energy audit experience includes assessments of administrative buildings, police stations, libraries, water and wastewater treatment facilities, airports, courthouses and convention centers

Representative clients recently served include:

- ComEd Community Energy Challenge. Shaw designed and is implementing a program that would establish community based partnerships to enhance the delivery of Com-Ed's energy efficiency incentives to commercial, residential and local government customers.
- Palm Bay, FL EECS & Master Plan. Shaw is developing an EECS and Master Plan for the City of Palm Bay.
- City of Augusta, GA, EECS. Shaw is developing the City of Augusta's Energy Efficiency Conservation Strategy.
- Missouri Department of Natural Resources Energy Center. Shaw is providing the State of Missouri with grant program design, implementation, and administration services for the Missouri EECBG.
- Jefferson Parish, LA, EECBG. Shaw, in partnership with SPA, LLC, is designing the Energy Efficiency Conservation Strategy for Jefferson Parish and managing the development and implementation of the comprehensive EECBG program.
- City of Miami Gardens, EECBG. Shaw is working with the City of Miami Gardens to develop their EECS in conjunction with a city-wide greenhouse gas inventory and energy forecast.
- State of Louisiana. Shaw is developing both EECBG and SEP Programs.
- Darden Restaurants. Shaw is assisting Darden in establishing and implementing a program that will help position them as a leader in corporate energy management and assist in moving Darden toward their goal of corporate responsibility and environmental stewardship.

Project Team

Upon selection to provide the proposed services, Shaw will deploy a highly qualified team of professionals with experience in municipal energy planning, project implementation, project reporting and compliance experience. In addition, Shaw will have available numerous additional resources companywide including certified energy managers, LEED APs, land use planners, architects, and engineers.

Sincerely,
Shaw Environmental & Infrastructure, Inc.


Curt Lee, P.G.

Florida District Manager

Attachments

cc: Elena Savona
Steve Gleason



P.O. Box 105357 Atlanta, Georgia 30348 (678) 645-0600 Fax: (678) 645-1608

Michael J. Mannheimer
Vice President Supply Chain Services
Chief Procurement Officer

December 10, 2009

Honorable Secretary, Steven Chu
U.S. Department of Energy
1000 Independence Ave., SW
Washington, DC 20585.

Re: Letter of Support for Application to the DOE for EECBG Funds (DE-FOA-0000148)

Dear Secretary Chu:

It is my pleasure to submit this letter to the U.S. Department of Energy in support of the City of Atlanta and the City of Decatur's participation in the Southeast Energy Efficiency Alliance (SEEA) application to the EECBG grant program. As a company eager to participate in the creation of sustained energy efficiency initiatives within the United States, Cox Enterprises is a leading communications, media and automotive services company with 2008 revenues of \$15.4 billion. In 2007, we launched Cox Conserves, our national sustainability program that seeks to conserve resources and reduce our greenhouse gas emissions by 20 percent by 2017. Cox Conserves encourages our 66,000 employees, their families and the communities we serve to engage in eco-friendly practices with a focus on energy efficiency and renewable energy. Since 2007 we have built 10 renewable energy systems on our properties around the country with a combined capacity of over 2 megawatts.

If the SEEA application is successful, Cox will provide in-kind media support in the cities where we have a presence in the form of public service announcements. The contribution that we hope to provide will leverage and extend the portion of the EECBG funding that Atlanta and Decatur plan to spend on media, marketing and communications. Our partnership will ensure rapid and thorough promotion of the program in the target areas so that consumer demand ramps up quickly. We see this as a unique opportunity to accelerate energy efficiency in an area of the country where it is needed.

Please feel free to contact me with any questions.

Sincerely,

A handwritten signature in blue ink, appearing to read "Michael J. Mannheimer", is written over a horizontal line.



December 4, 2009

Ben Taube, Executive Director
Southeast Energy Efficiency Alliance
P.O. Box 13909
Atlanta, GA 30324

**RE: SEEA Proposal for DOE Retrofit Ramp Up Solicitation
 DE-FOA-0000148**

Dear Mr. Taube,

Cree, Inc. is pleased to submit this letter in support of the Southeast Energy Efficiency Alliance application to the Department of Energy (DOE) Energy Efficiency and Conservation Block Grant (EECBG) competitive solicitation (#DE-FOA-0000148) in support of the American Recovery and Reinvestment Act.

Cree is a world leader in energy-efficient LED lighting products, offering LED chips, LED components and LED lighting fixtures to customers globally. Our LED lighting products offer the efficiency, light quality, lifetimes and output required to cost-effectively address the needs for more efficient, environmentally friendly lighting technology. Cree LED lighting products are today deployed in offices, homes, schools, factories, and retail and hospitality establishments.

In early 2007, Cree launched the LED City program to help support and promote the deployment of LED lighting in cities worldwide. Raleigh, N.C. was the inaugural city, and over the past two years, fourteen additional cities from around the world have joined the program. Examples include, Boston, MA; Toronto, Ontario; Austin, TX; Ann Arbor, MI; Huizhou, China; Apecchio, Italy and Gwangju, Korea.

The LED City program connects cities and city administrators interested in LED lighting with their peers in cities who have successfully deployed the technology. Moreover, the program helps to spread the word about LED lighting – it saves energy, saves money and helps to protect the environment.

Cree is pleased to join SEEA as a partner in their application to the DOE, and is willing to provide favorable volume pricing for our lighting products to those cities participating. We enthusiastically support the SEEA application, and look forward to joining with SEEA and the participating cities to advance the energy-efficient LED lighting revolution.

Sincerely,

A handwritten signature in black ink, appearing to read "Greg Merritt", written over a light blue horizontal line.

Greg Merritt
Vice President, Corporate Marketing

December 10, 2009

Southeast Energy Efficiency Alliance
c/o Mr. Ben Taube, Executive Director
P.O. Box 13909
Atlanta, GA 30324

Re: Application to the Department of Energy for Energy Efficiency Community Block Grant Funds (DE-FOA-0000148)

Dear Mr. Taube:

Duke Energy Carolinas is writing this letter in support of the Southeast Energy Efficiency Alliance (SEEA), Carrboro, Chapel Hill and Charlotte's participation in a Southeast Regional Application to the Department of Energy (DOE) for the competitive Energy Efficiency Community Block Grant (EECBG) funds. Duke Energy Carolinas is keenly aware of the important role energy efficiency plays in our nation's future energy portfolio and the role energy efficiency markets play in promoting sustainable development of the regional economy. As such, we recognize the need for varied private, public and non-profit groups to come together to leverage their strengths to successfully penetrate the various market segments from small residential to large commercial organizations.

Duke Energy Carolinas is positioned to play a significant role in ensuring the success of energy efficiency efforts in this region. The Company currently offers a portfolio of energy efficiency programs, including audits, for both residential and commercial customers and is developing new programs to meet customer needs. Leveraging Duke Energy Carolina's current efforts with SEEA's proposal could accelerate energy efficiency efforts already underway, thereby creating jobs and building a sustainable foundation for the future.

In conclusion, Duke Energy Carolinas respectfully requests that the DOE favorably review this proposal and provide the support needed to expand this region's energy efficiency efforts.

Sincerely,

A handwritten signature in cursive script that reads "Brett Carter".

Brett Carter, President
Duke Energy Carolinas



American Council for an Energy-Efficient Economy

529 14th Street, N.W., Suite 600 • Washington, D.C. 20045 • 202 5074000 • 202 429 2248 • www.aceee.org

December 7, 2009

Ben Taube
Executive Director
Southeast Energy Efficiency Alliance
PO Box 13909
Atlanta, GA 30324

Dear Mr. Taube,

The American Council for an Energy-Efficient Economy (ACEEE) wishes to strongly endorse the Southeast States proposal presented by the Municipal Energy Efficiency Implementation Initiative (MEEII) as a substantial and valuable resource to support SEI based municipalities in their efforts to implement energy efficiency programs based on funding out of the American Recovery and Reinvestment Act (ARRA) as it is distributed through the community-based EECBG and SEP programs. The expertise embodied in this proposal will certainly enrich the work of these municipalities and better insure a successful investment of the ARRA funds.

ACEEE is a 30-year old, not-for-profit located in Washington, DC, recognized for its work on end-use energy-efficiency in all sectors — residential, commercial, and industrial. ACEEE works at the national level and also at the state and local level in many regions of the country. ACEEE offers in depth analysis and technical assistance on technologies, programs and policies to promote adoption of cost-effective energy efficiency measures at the national, regional, state and municipal levels. The ACEEE staff of almost forty has developed particular energy efficiency expertise in buildings, transportation, industrial, economic analysis, behavior, utilities, and federal, state and local policies and programs. Over its history, ACEEE has published more than 200 research reports that support energy efficiency programs and policies, has contributed to many pieces of energy legislation at the national and state levels, and is widely considered to be a leading source of information on energy efficiency technologies, programs and policies.

ACEEE has developed targeted energy efficiency expertise working in the Southeast on multiple energy efficiency studies delivering tailor-made, proven program and policy recommendations to policymakers in support of those states' economic growth. To date these studies include: Virginia, Florida, South Carolina, and, shortly, North Carolina. ACEEE staff has just started a similar effort in Arkansas and expects to start work in Missouri in spring 2010. These multiple state efforts are leading to a strong foundation for what may or may not work for energy efficiency gains in the Southeast Region as a whole and at the local level in particular. ACEEE publishes a State Scorecard annually that supports and recognizes efficiency actions taken to advance greater efficiency.

ACEEE is working more and more with local communities in the Southeast states as interest steadily grows to do more with energy efficiency. The EECBG and SEP monies out of ARRA are now being disbursed to fund local community energy efficiency programs and policies in a way that has not happened previously. But, one barrier to success is found in the fact that the local communities are not always well prepared to successfully implement strong programs without utilizing additional support from national, regional, state and local organizations. Organizations like those represented by this project proposal that have developed the needed expertise and skills to better insure successful program implementation and then measure and evaluate the success of the investments while insuring ongoing innovation and continuous improvement.

Sincerely,

Steven Nadel
Executive Director, ACEEE